

## Change in Focus to Better Protect the Public

Commissioner Sam Wercinski

Arizona Department of Real Estate

October 17, 2007

---

During my first 9 months as Commissioner, I have met with many Public and Industry leaders in all of Arizona's 15 counties. While visiting with them, I consistently heard a common concern: Illegal subdividers harm consumers, reputable developers and communities.

I realized that the Department of Real Estate (ADRE) needed to shift our focus and resources to better investigate and gain compliance of Illegal subdividers. Here is one example why: Reputable developers spend time and money creating essential infrastructure for the buyers of these properties, such as roads. It costs over \$1 million per mile to develop a road of modest standards. Today, there exists thousands of miles of roads throughout Arizona which need to be improved because illegal subdividers left them incomplete. Who pays for these roads? **The taxpayer!** This is just one of the many ways in which illegal subdividers harm Arizona. In my opinion, these violators are thieves.

It is our mission at the Department of Real Estate to protect the Public. We will and are holding those who break the law accountable for their actions. We shifted resources and hired additional investigators and enforcement staff. We are reducing unnecessary regulation on good practitioners, increasing efficiencies through changes in processes, and focusing our efforts on those who harm consumers and Arizona.

We work with the Public, the Industry and local government to prevent harm before it occurs. I believe that through education, we can achieve greater success in this effort and so we are more focused on education today than we were one year ago. We travel across the state with our Community Outreach and Education (COE) program to educate, answer questions and increase awareness to the Public and the Industry. Through open dialog in the Commissioner's Community Conversations (Triple C), I keep abreast of new and important real estate challenges in Arizona. We research these and develop new education programs. We want to ensure consumers and licensees stay informed of real estate "hot topics" in Arizona. ADRE publishes a newsletter every other month, which covers current issues such as earth fissures, industry practices and consumer alerts. These and other resources are available on our website: [www.AZRE.gov](http://www.AZRE.gov).

Less than 1% of all practitioners have a complaint on file with the Department of Real Estate. I believe the vast majority of practitioners are good and honest people who do what's best for their clients and for Arizona. Your Department of Real Estate is committed to the protection of consumers and ensuring the integrity of our Real Estate Industry in Arizona. Please contact me if you ever have a question or concern regarding a subdivision or real estate agent. We are here for your benefit and are always willing to help.